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# RANDHIR KUMAR GUPTA

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841215

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## EXECUTIVE PROFILE

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**4+** years of experience in marketing, new business development, dealership management, direct sales, online sales, post sales services, events and promotional activities for business development.

**2+** years of experience in Center Coordination, Learning Facilitation and Exam Controlling of KYP and PMKVY centers.

Also experiencing a special aspect of life i.e Social Work since April 2018. Started a Trust named '**Advik Aanand Foundation**' with the help of my younger brother aiming Education, Equality and Environment for upbringing of rural areas livelihood.

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## SOFT SKILLS

- Team Work
- Self-Motivation
- Active Listening
- Positive Attitude
- Conflict Resolution
- Interpersonal Relations

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## HARD SKILLS

- DCA
- FTCP
- Curiosity
- Negotiation
- Technological Proficiency

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## EDUCATION

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### **MBA MARKETING / 2010-2012**

M.D. University, Rohtak  
**70.39%**

### **BACHELOR IN COMMERCE / 2006-2009**

C.S.J.M. University, Kanpur  
**61.26%**

### **INTERMEDIATE / 2006**

UP Board  
**72.60%**

### **MATRICULATION / 2004**

Bihar Board  
**71.57%**



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## PROFILE ACHIEVEMENTS

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- 100% Sales target throughout
- 6 new potential partners
- 3 times employee of the month

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## RECOGNITIONS

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- Invited in Young Indian Leaders Awards 2012
- Ranked 2<sup>nd</sup> in Antarrashtriya Shanti Gyan Pariksha at Dist level

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## CRAZES

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- Travelling
- Mentoring
- Following Daily News
- Volunteering in NGO's
- Playing and watching Cricket

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## LANGUAGES

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- Hindi
- English
- Bhojpuri

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## IDENTITY

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- Nationality : Indian
  - Marital Status : Single
  - DOB : 25<sup>th</sup> February 1990
  - Father : Munindra Prasad Gupta
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## EXPERIENCE

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### **CENTER MANAGER**

#### **SHIKSHA, PATNA**

**July 2017 – Present**

- Skill Centers Coordination
- Learning Facilitation
- Monitoring assessment

### **SALES CONSULTANT- AUTO TERRACE**

#### **STERLING HONDA, NEW DELHI**

**February 2015 – December 2016**

- Coordination with seniors, valuers and Body Shop Manager
- Creating and Managing relationship with reputed dealers
- Managing Promotional activities

### **ASSISTANT MANAGER- MARKETING**

#### **HAPPY MOOVERS PVT LTD, ASANSOL**

**October 2013 – November 2014**

- Establishing new business relationships with potential partners
- Maintaining relation with finance and insurance partners
- Attending auctions of private and commercial vehicles

### **MARKETING EXECUTIVE**

#### **MR CAR AUTO CO LTD, NEW DELHI**

**October 2012 – September 2013**

- Generating leads through online portals and events
- Handling walking customers
- Organizing events

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## VOLUNTEER EXPERIENCE OR LEADERSHIP

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- Chief Executive at **Advik Aanand Foundation**
- Safe & Pure Drinking water awareness program
- GST and ITR awareness program at rural level
- Delivering motivational sessions to schools and other institutes at rural level



